

Message Text

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PAGE 01 CALCUT 00922 060232Z
ACTION XMB-04

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R 060136Z JUN 78
FM AMCONSUL CALCUTTA
TO SECSTATE WASHDC 6684
AMEMBASSY SINGAPORE

UNCLAS CALCUTTA 0922

FOR EXIMBANK

FOLLOWING SENT ACTION USDOC, INFO: AMEMBASSY NEW DELHI,
AMCONSULS BOMBAY, MADRAS, SYDNEY, AND AMEMBASSY LONDON
ON 5 JUNE 1978 NOW REPEATED FOR YOUR INFO:

QUOTE:

E.O. 11652: NA
TAGS: BEXP, BTIO, IN
SUBJECT: UNITED TECHNOLOGIES, POWER SYSTEMS DIV., CONNECTICUT
PALN TO BID ON 5 GAS TURBINE GENERATORS FOR WEST BENGAL:
MAJOR PROJECT

REF: A. CALCUTTA 0770; B. CALCUTTA 0680

1. ON MAY 30, KIETH J. BIGGS, AREA DIRECTOR OF SALES
BASED IN AUSTRALIA FOR UNITED TECHNOLOGIES POWER SYSTEMS
DIVISION OF HARTFORD, CONNECTICUT (UTPSD), MET WITH
S.M. MURSHED, WEST BENGAL POWER COMMISSIONER, IN HIS
OFFICE. THE MEETING WAS ARRANGED BY THE CONSULATE GEN-
ERAL. ALSO ATTENDING THE MEETING WAS GORO MIYAZAKI OF
MITSUBISHI CORP., WHICH IS THE AGENT FOR UTPSD IN
CALCUTTA, AND MIYAZAKI'S LOCAL ASSISTANT ALOKE NARAYAN.
TWO CONSULATE OFFICERS WERE AT THE MEETING.

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2. MR. MURSHED STATED THAT THE GOVERNMENT OF WEST
BENGAL (GOWB) EXPECTS GLOBAL TENDERS FOR FIVE 20 MW GAS
TURBINE GENERATORS TO GO OUT ON JUNE 3. THE GOWB,
HE EXPECTED, WILL GIVE INTRESTED COMPANIES ABOUT
THREE WEEKS IN WHICH TO MAKE THEIR PROPOSALS.
MURSHED, WHO IS NOT AN ENGINEER, DISPLAYED A SUR-
PRISING DEGREE OF KNOWLEDGE IN THE POWER FIELD.

HE EMPHASIZED THAT THE GOWB WOULD EXPECT THE GENERATORS TO BE OPERATING SIX TO SEVEN MONTHS FROM THE DATE OF TENDER IS ACCEPTED. MR. BIGGS EXPLAINED THAT UTPSD'S PRATT AND WHITNEY MODULAR GAS TURBINE MATCHED TO MITSUBISHI GENERATORS, WHICH WERE ALSO IN MODULE FORM, COULD MEET THE GOWB DEADLINE BECAUSE THEY WERE "OFF THE SHELF". SUCH A DEAL WOULD REPRESENT ABOUT 75 PERCENT AMERICAN BUSINESS AND 25 PERCENT JAPANESE.

3. MR. MURSHED COMMENTED THAT THE BRITISH PROBABLY WILL BE OFFERING GEC UNITS (INCORPORATING ROLLS ROYCE OLYMPUS ENGINES). IT IS EXPECTED THAT THE BRITISH GOVERNMENT WILL OFFER THE UNITS AS GRANT AID TO THE GOI WHICH WILL IN TURN SELL THEM TO THE GOWB. MR. BIGGS, WHILE FEELING SOME DISAPPOINTMENT AND SENSE OF CHALLENGE AT THIS FORM OF ALMOST GIVE-AWAY COMPETITION, STATED THAT UTPSD UNITS WERE SIGNIFICANTLY SUPERIOR IN PERFORMANCE AND MAINTENANCE. HE TOLD MR. MURSHED, AND SEEMED TO MAKE A GOOD CASE, THAT ON EXAMINING THE SPECIFICATIONS OF THE TWO ENGINES THE GOWB SHOULD STILL BE INTERESTED IN UTPSD'S.

4. MR. MURSHED SAID THAT UNLIKE IN MAHARASHTRA LAST YEAR, THE HANDLING OF THIS TENDER WOULD BE UNCLASSIFIED

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ABOVE BOARD AND THERE WOULD BE NO TAMPERING WITH BIDS ONCE THEY WERE CLOSED. BIGGS COMMENTED THAT THIS SUITED UTPSD FINE, BECAUSE THEY HAD PULLED OUT OF MAHARASHTRA WHEN IT BECAME EVIDENT THAT COMPETING COMPANIES WERE DOCTORING THE BIDS AFTER THEY HAD BEEN CLOSED. MR. MURSHED WELCOMED UTPSD'S INTEREST IN COMPETING FOR THE FIVE GENERATORS. HE SAID TWO WOULD BE LOCATED IN THE HALDIA AREA; TWO IN CALCUTTA AND ONE IN NORTH BENGAL. MR. BIGGS POINTED OUT TO MR. MURSHED THAT UTPSD WAS UNIQUELY CAPABLE OF SUPPLYING GENERATORS FOR HALDIA AND CALCUTTA AS SPECIFIED BECAUSE UTPSD WAS THE SOLE MANUFACTURER OF GENERATORS IN THE PAIRED TWIN-PAC CONFIGURATION WHICH WERE MORE ECONOMIC TO OPERATE THAN SINGLE UNITS. THE TWIN PACS ARE PARTICULARLY WELL SUITED FOR CALCUTTA AND HALDIA. MR. BIGGS ALSO EMPHASIZED TO MR. MURSHED THAT AIR INDIA HAS THE ABILITY (AND IN AN EARLIER CASE INDICATED A WILLINGNESS) TO SERVICE THE PRATT AND WHITNEY UNITS IN INDIA AND THAT THE PRATT AND WHITNEY UNITS CAN GO WITHOUT SERVICE ABOUT THREE TIMES AS LONG AS THEIR COMPETITORS.

5. MR. BIGGS AND MR. MURSHED'S DISCUSSION LASTED ABOUT ONE HOURS. BEFORE THE MEETING, MR. MIYAZAKI SAID THAT MITSUBISHI WILL ACT AS UTPSD'S AGENT IN CALCUTTA, AND THAT MITSUBISHI IS CAPABLE OF OFFERING THE GAS TURBINE AS WELL AS THE GENERATORS, BUT IN PAST CASES ELSEWHERE IN THE WORLD, HAS YIELDED UP THAT OPTION, IN FAVOR OF MAKING A JOINT BID WITH UTPSD. UTPSD IS NOW ASSURED MITSUBISHI IS ALSO DOING THAT IN THIS CASE.

6. MR. BIGGS STATED HE WAS PLANNING TO VISIT CALCUTTA AGAIN TOWARD THE END OF JUNE, BUT HE MAY SPEED UP HIS RETURN NOW THAT THE GOWB INTENDS TO UNCLASSIFIED

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MOVE AHEAD QUICKLY ON TENDERS.
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